

## Supplemental Operating and Financial Data June 30, 2014

(Unaudited)



Skilled Nursing Property – Slinger, WI Operated by Fundamental Long Term Care



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## **Company Information**



#### Company

Founded in 1992, LTC Properties, Inc. ("LTC") is a self-administered real estate investment trust that primarily invests in senior housing and long-term care properties through facility lease transactions, mortgage loans, and other investments. Our primary objectives are to sustain and enhance stockholder equity value and provide current income for distribution to stockholders through real estate investments in long-term care and other health care related properties leased to qualified, experienced operators. To meet these objectives, we attempt to invest in properties that provide opportunity for additional value and current returns to our stockholders and diversify our investment portfolio by geographic location, operator, and form of investment. For more information on LTC, visit the Company's website at www.LTCProperties.com.

#### **Board of Directors**

Wendy Simpson **Boyd Hendrickson** 

Lead Director

James Pieczynski **Devra Shapiro**  **Edmund King** 

Timothy Triche, MD

#### Management

Wendy Simpson

Chairman

Chairman, Chief Executive Officer and President

**Brent Chappell** 

Senior VP, Investment and Portfolio Management

**Peter Lvew** 

Vice President and Director of Taxes

Pam Kessler

Executive Vice President, CFO, and Secretary

Cece Chikhale

Vice President, Controller and Treasurer

Clint Malin

Executive Vice President and Chief Investment Officer

Mark Hemingway

Vice President of Marketing

#### **Contact Information**

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**Investor Relations** 

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### **Additional Information**

**Analyst Coverage** 

J.J. B. Hilliard, W.L. Lyons, Inc.

JMP Securities, LLC

KeyBanc Capital Markets, Inc.

John Roberts Peter Martin Karin Ford

MLV & Co RBC Capital Markets Corporation Stifel, Nicolaus & Company, Inc.

Paul Morgan Mike Carroll Dan Bernstein

Wells Fargo Securities, LLC

**Todd Stender** 

Any opinions, estimates, or forecasts regarding LTC's performance made by the analysts listed above do not represent the opinions, estimates, or forecasts of LTC or its management.

### **Forward-Looking Statements**

This supplemental information contains forward-looking statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, adopted pursuant to the Private Securities Litigation Reform Act of 1995. Statements that are not purely historical may be forward-looking. You can identify some of the forward-looking statements by their use of forward-looking words, such as "believes," "expects," "may," "will," "should," "seeks," "approximately," "intends," "plans," "estimates" or "anticipates," or the negative of those words or similar words. Forward- looking statements involve inherent risks and uncertainties regarding events, conditions and financial trends that may affect our future plans of operation, business strategy, results of operations and financial position. A number of important factors could cause actual results to differ materially from those included within or contemplated by such forward-looking statements, including, but not limited to, the status of the economy, the status of capital markets (including prevailing interest rates), and our access to capital; the income and returns available from investments in health care related real estate, the ability of our borrowers and lessees to meet their obligations to us, our reliance on a few major operators; competition faced by our borrowers and lessees within the health care industry, regulation of the health care industry by federal, state and local governments, (including as a result of the Patient Protection and Affordable Care Act of 2010 and the Health Care and Education Reconciliation Act of 2010), changes in Medicare and Medicaid reimbursement amounts (including due to federal and state budget constraints), compliance with and changes to regulations and payment policies within the health care industry, debt that we may incur and changes in financing terms, our ability to continue to qualify as a real estate investment trust, the relative illiquidity of our real estate investments, potential limitations on our remedies when mortgage loans default, and risks and liabilities in connection with properties owned through limited liability companies and partnerships. For a discussion of these and other factors that could cause actual results to differ from those contemplated in the forwardlooking statements, please see the discussion under "Risk Factors" and other information contained in our Annual Report on Form 10-K for the fiscal year ended December 31, 2013 and in our publicly available filings with the Securities and Exchange Commission. We do not undertake any responsibility to update or revise any of these factors or to announce publicly any revisions to forward-looking statements, whether as a result of new information, future events or otherwise.

#### **Non-GAAP Information**

This supplemental information contains certain non-GAAP information including EBITDA, normalized EBITDA, FFO, normalized FFO, normalized interest coverage ratio, and normalized fixed charges coverage ratio. A reconciliation of this non-GAAP information is provided on pages 21, 24, and 25 of this supplemental information, and additional information is available under the "Non-GAAP Financial Measures" subsection under the "Selected Financial Data" section of our website at <a href="https://www.LTCProperties.com">www.LTCProperties.com</a>.



12/20/2013

Total

## **Real Estate Activities**

(dollar amounts in thousands)

UDP (1)

|            | ACQUISITIONS       |                  |              |                      |                            |                         |                   |                           |                        |
|------------|--------------------|------------------|--------------|----------------------|----------------------------|-------------------------|-------------------|---------------------------|------------------------|
| Date       | # of<br>Properties | Property<br>Type | # Beds/Units | Location             | Operator                   | Date of<br>Construction | Purchase<br>Price | Annual<br>GAAP<br>Revenue | GAAP<br>Lease<br>Yield |
| 9/13/2013  | 1                  | UDP (1)          | 60 units     | Littleton, CO        | Under Development Property | 2013-2014 (1)           | \$ 1,200          | - (1)                     | - (1)(2)               |
| 9/20/2013  | 1                  | UDP (1)          | 48 units     | Aurora, CO           | Under Development Property | 2013-2015 (1)           | 850               | - (1)                     | - (1)(2)               |
| 10/31/2013 | 4                  | Land             | N/A          | Various cities in MI | Prestige Healthcare        | N/A                     | 1,163             | -                         | -                      |
| 11/1/2013  | 1                  | SNF              | 120 beds     | Trinity, FL          | Traditions Management      | 2008 (3)                | 14,402            | - (3)                     | - (3)                  |

Under Development Property

2013-2015 (1)

1,425

\$ 19,040

- (1) See page 7 for Development Activities.
- (2) Simultaneous with the purchase, we entered into a lease agreement and development commitments totaling \$30.3 million. See page 7 for Development Activities.

Westminster, CO

(3) The property was included in a master lease at an incremental initial cash yield of 8.75%. The GAAP yield on the master lease is 10.7%.

60 units

120 beds/168 units

|          | LOAN ORIGINATIONS  |                  |              |                      |                                  |                     |             |                        |                   |                   |                  |
|----------|--------------------|------------------|--------------|----------------------|----------------------------------|---------------------|-------------|------------------------|-------------------|-------------------|------------------|
| Date     | # of<br>Properties | Property<br>Type | # Beds/Units | Location             | Borrower                         | Operator            | Origination | Development<br>Funding | Funded<br>to Date | Annual<br>Revenue | Interest<br>Rate |
| 10/31/13 | 15                 | SNF              | 2,058 beds   | Various cities in MI | Affiliates of Madison Healthcare | Prestige Healthcare | \$ 124,387  | \$ 697                 | \$125,084         | \$ 11,892         | 9.5%             |

|                | LEASE-UP                      |                    |                   |               |                  |                  |                                      |                    |                    |                   |                         |
|----------------|-------------------------------|--------------------|-------------------|---------------|------------------|------------------|--------------------------------------|--------------------|--------------------|-------------------|-------------------------|
| Date<br>Opened | Occupancy at<br>June 30, 2014 | Commitment<br>Year | Project Type      | Location      | # of<br>Projects | Property<br>Type | Approximate Cash<br>Lease/Loan Yield | # Beds/Units       | Total<br>Commitmen | 2Q14<br>t Funding | Total Funded<br>to Date |
| Jul-13         | 84%                           | 2011               | Redevelopment (1) | Amarillo, TX  | 1                | SNF              | 9.00%                                | 120 beds           | \$ 9,094           | \$ -              | \$ 8,635                |
| Jul-13         | 100%                          | 2012               | Development (2)   | Littleton, CO | 1                | MC               | 9.25%                                | 60 units           | 9,925              | -                 | 9,851                   |
| Oct-13         | 74%                           | 2012               | Development (3)   | Wichita, KS   | 1                | ALF/MC           | 9.25%                                | 77 units           | 10,585             | -                 | 10,125                  |
| Feb-14         | 45%                           | 2012               | Redevelopment (4) | Slinger, WI   | 1                | SNF              | 10.08%                               | 106 beds           | 10,600             | 441               | 10,600                  |
|                |                               |                    |                   |               | 4                |                  |                                      | 226 beds/137 units | \$ 40,204          | \$ 441            | \$ 39,211               |

- (1) Represents a newly developed 120-bed skilled nursing property in Texas which replaces a skilled nursing property in our existing portfolio. GAAP rent began in 3Q13.
- (2) Represents a newly developed 60-unit memory care property in Colorado. GAAP rent began in 3Q13.
- (3) Represents a newly developed 77-unit assisted living and memory care property in Kansas. GAAP rent began in 4Q13.
- (4) Represents a mortgage and construction loan secured by a newly constructed 106-bed property which replaced a closed skilled nursing property. Funding was completed in 2Q14.

(1)(2)



# **Real Estate Activities**

(dollar amounts in thousands)

#### **DEVELOPMENT ACTIVITIES**

| Estimated<br>Rent<br>Inception Date | Commitment<br>Year | Project<br>Type           | Location             | # of<br>Projects | Property<br>Type | Approximate<br>Cash Lease<br>Yield | # Beds/Units       | Investment<br>Commitment (1) | 2Q14<br>Funding <sup>(1)</sup> | Total Funded<br>to Date (1) | Remaining<br>Commitment (1) |
|-------------------------------------|--------------------|---------------------------|----------------------|------------------|------------------|------------------------------------|--------------------|------------------------------|--------------------------------|-----------------------------|-----------------------------|
| 3Q14                                | 2012               | Expansion                 | Arvada, CO           | 1                | ALF/MC           | 7.75% (2)                          | -                  | \$ 6,600                     | \$ 2,372                       | \$ 6,107                    | \$ 493                      |
| 3Q14                                | 2012               | Renovation                | Sacramento, CA       | 1                | SNF              | 9.00%                              | -                  | 1,700                        | -                              | 2                           | 1,698                       |
| 4Q14                                | 2012               | Renovation                | Roswell, NM          | 1                | SNF              | 9.00%                              | -                  | 1,540                        | -                              | 1,058                       | 482                         |
| 4Q14                                | 2012               | Renovation                | Alamagordo, NM       | 1                | SNF              | 9.00%                              | -                  | 710                          | -                              | 374                         | 336                         |
| 4Q14                                | 2012               | Development               | Frisco, TX           | 1                | ALF/MC           | 9.25%                              | 81 units           | 5,800                        | 908                            | 4,965                       | 835                         |
| 4Q14                                | 2012               | Expansion                 | Ft. Collins, CO      | 1                | ALF/MC           | 7.75% <sup>(2)</sup>               | -                  | 4,683                        | 847                            | 2,764                       | 1,919                       |
| 4Q14                                | 2012               | Renovation                | Ft. Collins, CO      | 1                | ALF/MC           | 7.75% <sup>(2)</sup>               | -                  | 3,317                        | 699                            | 1,874                       | 1,443                       |
| 4Q14                                | 2012               | Development               | Coldspring, KY       | 1                | SNF              | 8.50%                              | 143 beds           | 23,500                       | 2,413                          | 13,904                      | 9,596                       |
| 4Q14                                | 2013               | Renovation                | Hillview, TN         | 1                | SNF              | 7.00%                              | -                  | 1,100                        | 5                              | 882                         | 218                         |
| 4Q14                                | 2013               | Renovation                | Lauderdale, TN       | 1                | SNF              | 7.00%                              | -                  | 1,100                        | 115                            | 827                         | 273                         |
| 4Q14                                | 2013               | Renovation                | St. Petersburg, FL   | 1                | SNF              | 8.75%                              | -                  | 500                          | -                              | -                           | 500                         |
| 4Q14                                | 2013               | Development               | Littleton, CO        | 1                | MC               | 9.25%                              | 60 units           | 9,931                        | 3,270                          | 8,376                       | 1,555                       |
|                                     |                    |                           |                      | 12               |                  |                                    | 141 units/143 beds | \$ 60,481                    | \$ 10,629                      | \$ 41,133                   | \$ 19,348                   |
| 1Q15                                | 2013               | Development               | Aurora, CO           | 1                | MC               | 9.25%                              | 48 units           | \$ 9,622                     | \$ 1,735                       | \$ 4,588                    | \$ 5,034                    |
| 2Q15                                | 2013               | Development               | Westminster, CO      | 1                | MC               | 9.25%                              | 60 units           | 10,703                       | 1,597                          | 4,774                       | 5,929                       |
| - (3)                               | 2013               | Renovation <sup>(4)</sup> | Various cities in MI | 15               | SNF              | 9.41%                              |                    | 12,000                       | 697                            | 697                         | 11,303                      |
|                                     |                    |                           |                      | 17               |                  |                                    | 108 units          | \$ 32,325                    | \$ 4,029                       | \$ 10,059                   | \$ 22,266                   |
|                                     |                    |                           | Total                | 29               | V                | VA 8.78%                           | 249 units/143 beds | \$ 92,806                    | \$ 14,658                      | \$ 51,192                   | \$ 41,614                   |

<sup>(1)</sup> Includes land and excludes capitalized interest on our open commitment.

<sup>(2)</sup> Based on Treasury rate and/or Treasury rate plus spread but not less than the rate shown.

<sup>(3)</sup> Interest on additional loan proceeds (see footnote 4 below) begins upon funding. Under the mortgage loan, the commitment to fund additional loan proceeds for approved capital improvement projects expires on March 31, 2016.

<sup>(4)</sup> Mortgage loan originated on October 31, 2013 provides for a \$12.0 million commitment to fund renovations and/or expansions at certain properties securing the mortgage loan.



# **Real Estate Activities**





# Lease-Up in Wichita, KS The Oxford Grand

77-unit assisted living and memory care property Certificate of Occupancy – October 30, 2013 Operated by Oxford Senior Living





# Real Estate Activities







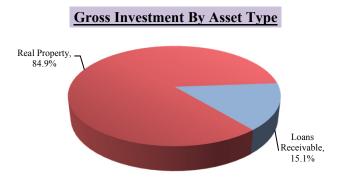
## Real Estate Portfolio Summary

(dollar amounts in thousands)

|                                  |                      |                     | Real Estate P                   | ortfolio Snap                     | shot                            |                    |             |              |                            |
|----------------------------------|----------------------|---------------------|---------------------------------|-----------------------------------|---------------------------------|--------------------|-------------|--------------|----------------------------|
|                                  |                      |                     | Trailing Twelve<br>June 30      |                                   |                                 |                    |             |              |                            |
| Type of Property                 | Gross<br>Investments | % of<br>Investments | Rental<br>Income <sup>(1)</sup> | Interest<br>Income <sup>(1)</sup> | % of<br>Revenues <sup>(1)</sup> | # of<br>Properties | SNF<br>Beds | ALF<br>Units | Investment per<br>Bed/Unit |
| Skilled Nursing <sup>(2)</sup>   | \$ 614,757           | 54.6%               | \$ 49,914                       | \$ 11,025                         | 55.0%                           | 101                | 12,183      | -            | \$50.46                    |
| Assisted Living                  | 417,066              | 37.0%               | 42,169                          | 1,096                             | 39.0%                           | 104                | -           | 4,707        | \$88.61                    |
| Range of Care                    | 46,367               | 4.1%                | 5,057                           | 299                               | 4.8%                            | 9                  | 733         | 348          | \$42.89                    |
| Under Development <sup>(3)</sup> | 37,659               | 3.4%                | -                               | -                                 | -                               | -                  | -           | -            |                            |
| Other <sup>(4)</sup>             | 10,433               | 0.9%                | 1,286                           | -                                 | 1.2%                            | 1                  | -           | -            |                            |
| Total                            | \$ 1,126,282         | 100.0%              | \$ 98,426                       | \$12,420 <sup>(5)</sup>           | 100.0%                          | 215                | 12,916      | 5,055        |                            |

- (1) Includes rental income and interest income from mortgage loans. Excludes rental income from two assisted living properties and one school sold in 2Q14.
- (2) Includes a mortgage and construction loan secured by a closed skilled nursing property and a newly constructed 106-bed replacement property.
- (3) Includes three MC developments with a total of 168 units, a combination ALF and MC developments with a total of 81 units, and a SNF development with 143 beds.
- (4) Includes one school property and four parcels of land held-for-use.
- (5) Includes eight months of interest from a \$124,387 mortgage loan originated in 4Q13 and \$697 of renovation funding on this loan. Assuming a full year of interest income from this mortgage loan, total portfolio interest income would be \$16,394.

|                  | Gross        |        |
|------------------|--------------|--------|
| Asset Type       | Investment   | %      |
| Real Property    | \$ 956,516   | 84.9%  |
| Loans Receivable | 169,766      | 15.1%  |
| Total            | \$ 1,126,282 | 100.0% |





## **Real Estate Portfolio Metrics**

#### Same Property Portfolio Statistics (1)

|                     | Occu  | pancy | · -  | nalized<br>M Coverage | Normalized<br>EBITDAR Coverage |      |  |
|---------------------|-------|-------|------|-----------------------|--------------------------------|------|--|
| Owned Properties    | 1Q14  | 4Q13  | 1Q14 | 4Q13                  | 1Q14                           | 4Q13 |  |
| Assisted Living (2) | 80.4% | 80.5% | 1.40 | 1.41                  | 1.18                           | 1.19 |  |
| Assisted Living (3) | 89.2% | 89.1% | 1.64 | 1.63                  | 1.40                           | 1.39 |  |
| Skilled Nursing     | 79.9% | 79.9% | 2.29 | 2.29                  | 1.69                           | 1.69 |  |
| Range of Care       | 83.6% | 83.6% | 1.81 | 1.85                  | 1.31                           | 1.35 |  |

<sup>(1)</sup> Information is for the trailing twelve months through March 31, 2014 and December 31, 2013 and is from property level operator financial statements which are unaudited and have not been independently verified by us.

### Stabilized Property Portfolio Quality Mix

| 40                                | For the Twelve Months Ended |  |
|-----------------------------------|-----------------------------|--|
| Owned Properties Payor Source (1) | March 31, 2014              |  |
| Private Pay                       | 58.9%                       |  |
| Medicare                          | 15.0%                       |  |
| Medicaid                          | 26.1%                       |  |

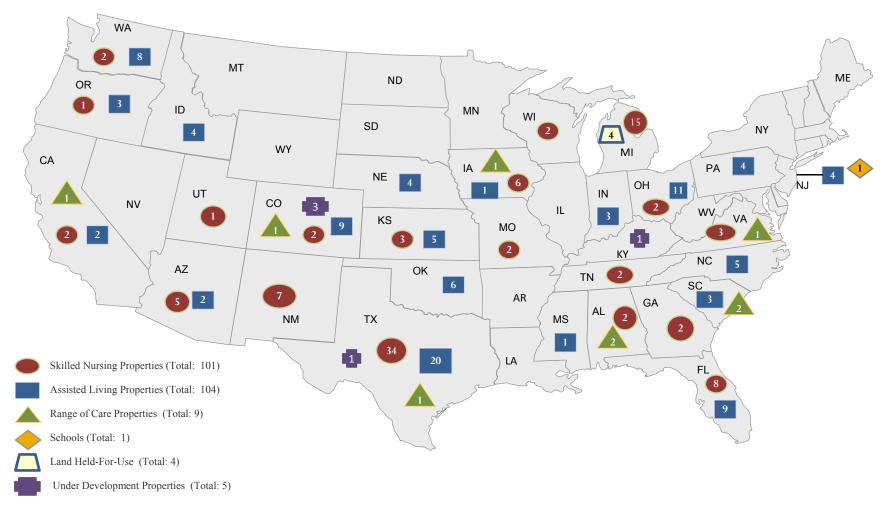
<sup>(1)</sup> Quality mix for our skilled nursing portfolio, for the twelve months presented, is 25.4% Private Pay, 27.6% Medicare, and 47.0% Medicaid.

<sup>(2)</sup> Includes properties leased to Extendicare Inc. and Enlivant, formerly Assisted Living Concepts, LLC

<sup>(3)</sup> Excludes properties leased to Extendicare Inc. and Enlivant, formerly Assisted Living Concepts, LLC



### **Real Estate Portfolio Diversification**



LTC owns or holds mortgages on 215 properties, five parcels of land under development, and four parcels of land held-for-use in 29 states.

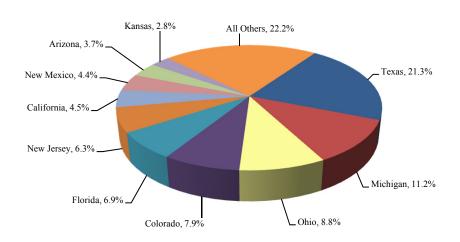


## Real Estate Portfolio Diversification

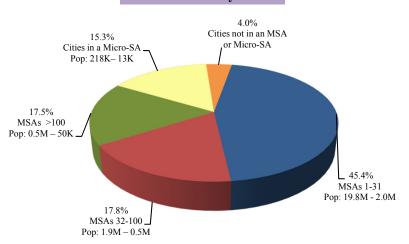
(dollar amounts in thousands)

#### State Diversification By Property Type - Owned and Loan Portfolio

#### **Gross Investment By State**



#### Gross Portfolio By MSA(1)



|            |            |            |        |            |        |           |          |           |        |           |        | Gross        |        |
|------------|------------|------------|--------|------------|--------|-----------|----------|-----------|--------|-----------|--------|--------------|--------|
| State (2)  | # of Props | SNF        | %      | ALF        | %      | ROC       | <b>%</b> | UDP       | %      | OTH       | %      | Investment   | %      |
| Texas      | 55         | \$ 194,052 | 31.6%  | \$ 37,611  | 9.0%   | \$ 2,994  | 6.5%     | \$ 5,152  | 13.7%  | \$ -      | -      | \$ 239,809   | 21.3%  |
| Michigan   | 15         | 125,084    | 20.3%  | -          | -      | -         | -        | -         | -      | 1,163     | 11.1%  | 126,247      | 11.2%  |
| Ohio       | 13         | 54,000     | 8.8%   | 44,647     | 10.7%  | -         | -        | -         | -      | -         | -      | 98,647       | 8.8%   |
| Colorado   | 12         | 6,037      | 1.0%   | 62,939     | 15.1%  | 2,007     | 4.3%     | 18,036    | 47.9%  | -         | -      | 89,019       | 7.9%   |
| Florida    | 17         | 40,966     | 6.7%   | 36,589     | 8.8%   | -         | -        | -         | -      | -         | -      | 77,555       | 6.9%   |
| New Jersey | 5          | -          | -      | 61,397     | 14.7%  | -         | -        | -         | -      | 9,270     | 88.9%  | 70,667       | 6.3%   |
| California | 5          | 20,651     | 3.3%   | 28,070     | 6.7%   | 2,461     | 5.3%     | -         | -      | -         | -      | 51,182       | 4.5%   |
| New Mexico | 7          | 50,308     | 8.2%   | -          | -      | -         | -        | -         | -      | -         | -      | 50,308       | 4.4%   |
| Arizona    | 7          | 36,092     | 5.9%   | 5,120      | 1.2%   | -         | -        | -         | -      | -         | -      | 41,212       | 3.7%   |
| Kansas     | 8          | 14,111     | 2.3%   | 17,044     | 4.1%   | -         | -        | -         | -      | -         | -      | 31,155       | 2.8%   |
| All Others | 71         | 73,456     | 11.9%  | 123,649    | 29.7%  | 38,905    | 83.9%    | 14,471    | 38.4%  | -         | -      | 250,481      | 22.2%  |
| Total      | 215        | \$ 614,757 | 100.0% | \$ 417,066 | 100.0% | \$ 46,367 | 100.0%   | \$ 37,659 | 100.0% | \$ 10,433 | 100.0% | \$ 1,126,282 | 100.0% |

<sup>(1)</sup> The MSA rank by population as of July 1, 2012, as estimated by the United States Census Bureau.

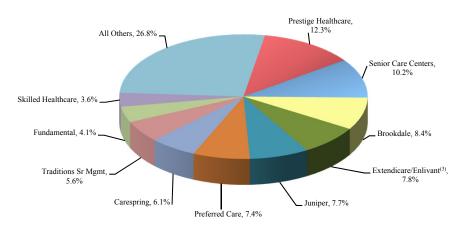
<sup>(2)</sup> Due to master leases with properties in multiple states, revenue by state is not available.

### **Real Estate Portfolio Diversification**

(dollar amounts in thousands)

#### Operator Diversification - Owned and Loan Portfolio

#### **Gross Investment By Operator**



|                                     | # of       | Gross        |        | Annual                |        |
|-------------------------------------|------------|--------------|--------|-----------------------|--------|
| Operators <sup>(1)</sup>            | Properties | Investment   | %      | Income <sup>(2)</sup> | %      |
| Prestige Healthcare                 | 17         | \$ 138,437   | 12.3%  | \$ 13,154             | 11.4%  |
| Senior Care Centers, LLC            | 9          | 114,539      | 10.2%  | 12,284                | 10.6%  |
| Brookdale Senior Living, Inc.       | 35         | 95,101       | 8.4%   | 11,167                | 9.7%   |
| Extendicare Inc. and Enlivant (3)   | 37         | 88,034       | 7.8%   | 10,963                | 9.5%   |
| Juniper Communities, LLC            | 6          | 87,088       | 7.7%   | 7,027                 | 6.1%   |
| Preferred Care                      | 29         | 83,645       | 7.4%   | 11,310                | 9.8%   |
| Carespring Health Care Mgt, LLC     | 2          | 68,471       | 6.1%   | 5,431                 | 4.7%   |
| Traditions Senior Management, Inc.  | 5          | 62,902       | 5.6%   | 6,761                 | 5.8%   |
| Fundamental Long Term Care Holdings | 7          | 45,820       | 4.1%   | 4,642                 | 4.0%   |
| Skilled Healthcare Group, Inc.      | 5          | 40,270       | 3.6%   | 4,501                 | 3.9%   |
| All Others                          | 63         | 301,975      | 26.8%  | 28,359                | 24.5%  |
| Total                               | 215        | \$ 1,126,282 | 100.0% | \$ 115,599            | 100.0% |

<sup>(1)</sup> We have investments in 29 states leased or mortgaged to 38 different operators.

<sup>(2)</sup> Includes annualized GAAP rent for leased properties and trailing twelve months interest income from properties secured by mortgage loans, except for Prestige Healthcare which originated in 4Q13. Prestige Healthcare includes annualized GAAP rent for leased properties and annualized interest income from properties secured by a mortgage loan. Also, Prestige Healthcare includes additional interest from capital improvement funding under the mortgage loan. Annual income excludes GAAP rent from a lease related to four assisted living properties which are being transitioned to a new lessee and GAAP rent from two assisted living properties and one school sold in 2Q14.

<sup>(3)</sup> Formerly Assisted Living Concepts, LLC.



### **Top Ten Operators**

**Prestige Healthcare** (privately held) provides skilled nursing, assisted living, and independent living services, and other rehabilitative and healthcare services at 35 facilities in seven states. As of June 30, 2014, the LTC portfolio consisted of 15 skilled nursing properties and four parcels of land held-for-use in Michigan and two range of care properties in South Carolina with a gross investment balance of \$138.4 million.

Senior Care Centers, LLC (privately held) provides skilled nursing care, memory care, assisted living, and independent living services in 82 facilities exclusively in Texas. As of June 30, 2014, the LTC portfolio consisted of nine skilled nursing properties in Texas with a gross investment balance of \$114.5 million.

Brookdale Senior Living, Inc. (NYSE: BKD) operates 647 independent living, assisted living, and memory care communities and continuing care retirement centers, with the ability to serve approximately 66,000 residents. As of June 30, 2014, the LTC portfolio consisted of 35 assisted living properties in eight states with a gross investment balance of \$95.1 million.

Extendicare Inc. and Enlivant (privately held), formerly known as Assisted Living Concepts, LLC operate 37 of our assisted living properties in 10 states with a gross investment balance of \$88.0 million as of June 30, 2014. Extendicare Inc. (TSX: EXE) operates 251 senior care centers in North America with the capacity to care for approximately 27,800 residents. EXE offers a continuum of health care services that includes skilled nursing care, rehabilitative therapies and home health care services. Privately held Enlivant and its subsidiaries own or operate over 200 senior living residences with over 9,000 units in 20 states.

Juniper Communities, LLC (privately held) operates 18 facilities comprised of skilled nursing, assisted living, memory care, and independent living facilities in four states. As of June 30, 2014, the LTC portfolio consisted of six assisted living and memory care properties in three states with a gross investment balance of \$87.1 million.

**Preferred Care, Inc.** (privately held) operates 106 facilities comprised of skilled nursing, assisted living, and independent living facilities, as well as five specialty care facilities, in 12 states. As of June 30, 2014, the LTC portfolio consisted of 27 skilled nursing and two range of care properties in six states with a gross investment balance of \$83.6 million. They also operate one skilled nursing facility under a sub-lease with another lessee in our portfolio which is not included in the Preferred Care rental revenue.

Carespring Health Care Mgmt, LLC (privately held) provides skilled nursing, assisted living, and independent living services, and other rehabilitative and healthcare services at 10 facilities in two states. As of June 30, 2014, the LTC portfolio consisted of two skilled nursing properties in Ohio and a parcel of land under development in Kentucky with a gross investment balance of \$68.5 million.

**Traditions Senior Management, Inc. and other affiliated entities** (privately held) operate 21 facilities consisting of independent living, assisted living, and skilled nursing facilities in eight states. As of June 30, 2014, the LTC portfolio consisted of four skilled nursing properties and one range of care property operated by Traditions and another affiliate in three states with a gross investment balance of \$62.9 million. They also operate two skilled nursing properties under a sub-lease with Preferred Care, Inc. which is not included in the Traditions rental revenue.

Fundamental Family of Companies (privately held) includes skilled nursing facilities, assisted living facilities, long term acute care hospitals, hospices, outpatient clinics, behavioral health services and other healthcare services at 77 locations in 9 states. As of June 30, 2014, the LTC portfolio consisted of seven skilled nursing properties in three states, with a gross investment balance of \$45.8 million.

**Skilled Healthcare Group, Inc.** (NYSE: SKH) is a holding company with subsidiaries that operate skilled nursing facilities, as rehabilitation therapy business, and a hospice business. Skilled Healthcare operates 72 skilled nursing and 22 assisted living facilities in eight states. As of June 30, 2014, the LTC portfolio consisted of five skilled nursing properties in New Mexico with a gross investment balance of \$40.3 million.



### Extendicare Inc. (TSX: EXE) and Enlivant (privately held) (1)





| Co-lessee                        | Extendicare Inc. and Enlivant |
|----------------------------------|-------------------------------|
| Total # of Properties            | 37 properties                 |
| Total # of Units                 | 1,430 units                   |
| Lease Expiration                 | December 31, 2014             |
| Normalized EBITDARM Coverage (2) | 0.80x                         |
| Normalized EBITDAR Coverage (2)  | 0.64x                         |
| % of Portfolio Income            | 9.5% of Annual Income         |

| Master Lease I |                 |            |  |  |  |  |  |  |
|----------------|-----------------|------------|--|--|--|--|--|--|
| States         | # of Properties | # of Units |  |  |  |  |  |  |
| Idaho          | 4               | 148        |  |  |  |  |  |  |
| Iowa           | 1               | 35         |  |  |  |  |  |  |
| New Jersey     | 1               | 39         |  |  |  |  |  |  |
| Ohio           | 5               | 191        |  |  |  |  |  |  |
| Texas          | 7               | 278        |  |  |  |  |  |  |
| Total          | 18              | 691        |  |  |  |  |  |  |
|                |                 |            |  |  |  |  |  |  |

| Master Lease II |                 |            |  |  |  |  |  |
|-----------------|-----------------|------------|--|--|--|--|--|
| States          | # of Properties | # of Units |  |  |  |  |  |
| Arizona         | 2               | 76         |  |  |  |  |  |
| Indiana         | 2               | 78         |  |  |  |  |  |
| Nebraska        | 4               | 158        |  |  |  |  |  |
| Oregon          | 3               | 119        |  |  |  |  |  |
| Washington      | 8               | 308        |  |  |  |  |  |
| Total           | 19              | 739        |  |  |  |  |  |
|                 |                 |            |  |  |  |  |  |

Photos of our properties leased to Extendicare/Enlivant are available on the Company's website at <a href="www.LTCProperties.com">www.LTCProperties.com</a> in the "Enlivant/EXE Properties" subsection under the "Property Photos" section of the "Properties" tab.

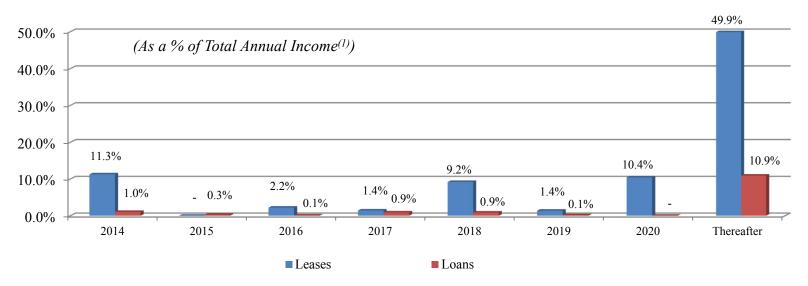
- (1) Formerly Assisted Living Concepts, LLC
- (2) Twelve Months Ended March 31, 2014



### **Real Estate Portfolio Maturity**

(dollar amounts in thousands)

| Year       | Rental<br>Income <sup>(1)(2)</sup> | % of<br>Total | nterest<br>come <sup>(1)</sup> | % of<br>Total | Annual<br>Income <sup>(1)</sup> | % of<br>Total |
|------------|------------------------------------|---------------|--------------------------------|---------------|---------------------------------|---------------|
| 2014       | \$ 13,047                          | 13.1%         | \$<br>1,197                    | 7.3%          | \$<br>14,244                    | 12.3%         |
| 2015       | -                                  | -             | 299                            | 1.8%          | 299                             | 0.3%          |
| 2016       | 2,540                              | 2.6%          | 68                             | 0.4%          | 2,608                           | 2.3%          |
| 2017       | 1,653                              | 1.7%          | 1,027                          | 6.3%          | 2,680                           | 2.3%          |
| 2018       | 10,637                             | 10.7%         | 997                            | 6.1%          | 11,634                          | 10.1%         |
| 2019       | 1,596                              | 1.6%          | 139                            | 0.8%          | 1,735                           | 1.5%          |
| 2020       | 12,069                             | 12.2%         | -                              | -             | 12,069                          | 10.4%         |
| Thereafter | 57,663                             | 58.1%         | 12,667                         | 77.3%         | 70,330                          | 60.8%         |
| Total      | \$ 99,205                          | 100.0%        | \$<br>16,394                   | 100.0%        | \$<br>115,599                   | 100.0%        |



<sup>(1)</sup> Includes annualized GAAP rent for leased properties and trailing twelve months interest income from properties secured by mortgage loans, except for Prestige Healthcare which originated in 4Q13. Prestige Healthcare includes annualized GAAP rent for leased properties and annualized interest income from properties secured by a mortgage loan. Also, Prestige Healthcare includes additional interest from capital improvement funding under the mortgage loan.

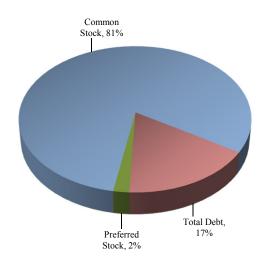
<sup>(2)</sup> Excludes GAAP rent from a lease related to four assisted living properties which are being transitioned to a new lessee.



## **Enterprise Value**

| thousands, except per share amounts and number of shares) |                    | At Jun                         | e 30, 2014 | Capitalization |      |
|---|--------------------|--------------------------------|------------|----------------|------|
| Debt  |                    |                                |            |                |      |
| Bank borrowings   |                    |                                | \$         | 42,000         |      |
| Senior unsecured notes -weighted                          | average rate 4.799 | 2/ <sub>0</sub> <sup>(1)</sup> |            | 251,633        |      |
| Bonds payable - weighted average                          |                    |                                |            | 1,400          |      |
| Total debt  |                    |                                |            | 295,033        | 17%  |
| Equity  |                    |                                |            |                |      |
|   |                    | 6/30/14                        |            |                |      |
|   | No. of shares      | Closing Price                  |            |                |      |
| Preferred stock - Series C (3)                            |                    |                                |            | 38,500         | 2%   |
| Common stock (4)  | 34,844,551         | \$ 39.04 (5)                   |            | 1,360,331      | 81%  |
| Total equity  |                    |                                | ' <u></u>  | 1,398,831      | 83%  |
| Гotal Market Value  |                    |                                | \$         | 1,693,864      | 100% |
| Less: Cash and cash equivalents                           |                    |                                |            | (8,064)        |      |
| Enterprise Value  |                    |                                | \$         | 1,685,800      |      |
| Dobt to Enterprise Volue                                  |                    |                                |            | 17.50/         |      |
| Debt to Enterprise Value                                  |                    |                                |            | 17.5%          |      |
| Debt & Preferred to Enterprise Value                      |                    |                                |            | 19.8%          |      |
| Debt to Normalized EBITDA (6)                             |                    |                                |            | 2.9x           |      |
|   |                    |                                |            |                |      |

### **Capitalization**



- (1) Includes amortization of debt issue cost.
- (2) Includes letter of credit fees.
- (3) Non-traded shares. Two million shares outstanding with a face rate of 8.5% and a liquidation value of \$19.25 per share, convertible into common stock on a one-for-one basis. Our Series C preferred stock is not redeemable by us.
- (4) Traded on NYSE.
- (5) Closing price of our common stock as reported by the NYSE on June 30, 2014, the last trading day of second quarter 2014.
- (6) Normalized EBITDA for the twelve months ended June 30, 2014.

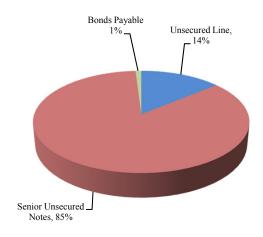


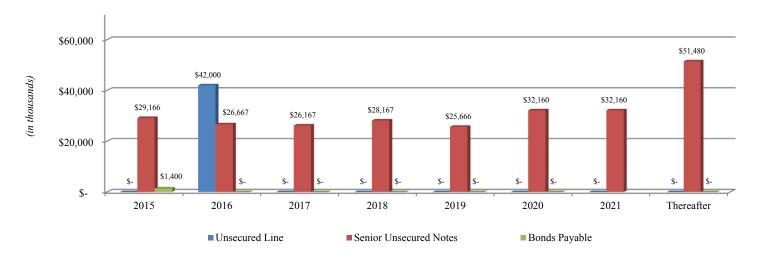
# **Debt Maturity**

(dollar amounts in thousands)

| Year       | L  | secured<br>ine of<br>credit | Un | Senior<br>isecured<br>lotes <sup>(1)</sup> | onds<br>yable <sup>(1)</sup> | Total         |
|------------|----|-----------------------------|----|--|------------------------------|---------------|
| 2015       | \$ | -                           | \$ | 29,166                                     | \$<br>1,400                  | \$<br>30,566  |
| 2016       |    | 42,000                      |    | 26,667                                     | -                            | 68,667        |
| 2017       |    | -                           |    | 26,167                                     | -                            | 26,167        |
| 2018       |    | -                           |    | 28,167                                     | -                            | 28,167        |
| 2019       |    | -                           |    | 25,666                                     | -                            | 25,666        |
| 2020       |    | -                           |    | 32,160                                     | -                            | 32,160        |
| 2021       |    | -                           |    | 32,160                                     | -                            | 32,160        |
| Thereafter |    | -                           |    | 51,480                                     | -                            | 51,480        |
| Total      | \$ | 42,000                      | \$ | 251,633                                    | \$<br>1,400                  | \$<br>295,033 |

### **Debt Structure**





(1) Reflects scheduled principal payments.



# **Financial Data Summary**

(dollar amounts in thousands)

### **Balance Sheet, Leverage Ratios and Coverage Ratios**

|  |             | Trailing Twelve | Months Ended |           |
|--|-------------|-----------------|--------------|-----------|
|  | 6/30/14     | 12/31/13        | 12/31/12     | 12/31/11  |
| Balance Sheet:                                   |             |                 |              |           |
| Gross real estate assets                         | \$1,126,282 | \$1,104,732     | \$940,176    | \$779,033 |
| Net real estate assets                           | 896,261     | 884,361         | 740,846      | 599,916   |
| Gross asset value                                | 1,173,511   | 1,150,110       | 988,140      | 825,293   |
| Total debt                                       | 295,033     | 278,835         | 303,935      | 159,200   |
| Total liabilities                                | 312,912     | 298,972         | 326,484      | 178,387   |
| Preferred stock                                  | 38,500      | 38,500          | 38,500       | 38,500    |
| Total equity                                     | 632,276     | 632,438         | 463,108      | 468,710   |
| Leverage Ratios:                                 |             |                 |              |           |
| Debt to gross asset value                        | 25.1%       | 24.2%           | 30.8%        | 19.3%     |
| Debt & preferred stock to gross asset value      | 28.4%       | 27.6%           | 34.7%        | 24.0%     |
| Debt to total enterprise value                   | 17.5%       | 18.1%           | 21.6%        | 14.1%     |
| Debt & preferred stock to total enterprise value | 19.8%       | 20.6%           | 24.3%        | 17.5%     |
| Coverage Ratios:                                 |             |                 |              |           |
| Debt to normalized EBITDA                        | 2.9x        | 2.9x            | 3.7x         | 2.1x      |
| Normalized EBITDA / interest incurred            | 7.9x        | 7.7x            | 8.3x         | 11.7x     |
| Normalized EBITDA / fixed charges                | 6.3x        | 6.1x            | 6.2x         | 6.3x      |



### **Financial Data Summary**

(dollar amounts in thousands)

### Reconciliation of Normalized EBITDA and Fixed Charges

|  | Trailing Twelve Months Ended |           |    |           |    |               |    |          |
|--|------------------------------|-----------|----|-----------|----|---------------|----|----------|
|  |                              | 6/30/14   |    | 12/31/13  |    | 12/31/12      |    | 12/31/11 |
| Net income                             | \$                           | 67,213    | \$ | 57,815    | \$ | 51,327        | \$ | 49,443   |
| Less: Gain on sale of real estate, net |                              | (3,759)   |    | (1,605)   |    | (16)          |    | -        |
| Add: Interest expense                  |                              | 11,708    |    | 11,364    |    | 9,932         |    | 6,434    |
| Add: Depreciation and amortization     |                              | 25,039    |    | 24,706    |    | 22,153        |    | 19,623   |
| Adjusted EBITDA                        |                              | 100,201   |    | 92,280    |    | 83,396        |    | 75,500   |
| Add back/(deduct):                     |                              |           |    |           |    |               |    |          |
| Non-recurring one-time items           |                              | 1,980 (1) |    | 2,687 (2) |    | $(347)^{(3)}$ |    | -        |
| Normalized EBITDA                      | \$                           | 102,181   | \$ | 94,967    | \$ | 83,049        | \$ | 75,500   |
| Interest expense:                      | \$                           | 11,708    | \$ | 11,364    | \$ | 9,932         | \$ | 6,434    |
| Add: Capitalized interest              | 4                            | 1,174     | -  | 932       | -  | 129           | -  | 45       |
| Interest incurred                      |                              | 12,882    |    | 12,296    |    | 10,061        |    | 6,479    |
| Interest incurred                      |                              | 12,882    |    | 12,296    |    | 10,061        |    | 6,479    |
| Preferred stock dividend               |                              | 3,273     |    | 3,273     |    | 3,273         |    | 5,512    |
| Fixed Charges                          | \$                           | 16,155    | \$ | 15,569    | \$ | 13,334        | \$ | 11,991   |

- (1) Represents a \$1,244 provision for loan loss reserve on a \$124,387 mortgage loan origination and an \$869 non-cash write off of straight-line rent offset by revenue from the Sunwest bankruptcy settlement distribution of \$133.
- (2) Represents the one-time severance and accelerated restricted stock vesting charge of \$707 related to the retirement of the Company's former Senior Vice President, Marketing and Strategic Planning and (1) above.
- (3) Represents revenue from the Sunwest bankruptcy settlement distribution.

### Non-Cash Rental Revenue Components

|                           | <b>2Q14</b> <sup>(1)</sup> | <b>3Q14</b> <sup>(1)</sup> | <b>4Q14</b> <sup>(1)</sup> | 1Q15 <sup>(1)</sup> | <b>2Q15</b> <sup>(1)</sup> |
|---------------------------|----------------------------|----------------------------|----------------------------|---------------------|----------------------------|
| Straight-line rent        | \$ 608                     | \$ 543                     | \$ 446                     | \$ 554              | \$ 506                     |
| Amort of lease inducement | (165)                      | (165)                      | (165)                      | (165)               | (165)                      |
| Net                       | \$ 443                     | \$ 378                     | \$ 281                     | \$ 389              | \$ 341                     |
|                           |                            |                            |                            |                     |                            |

<sup>(1)</sup> For leases in place at June 30, 2014, excluding leases on non-accrual status and no modification or replacement of existing leases, no lease renewals including the Extendicare/Enlivant (formerly Assisted Living Concepts, LLC) lease, and no new leased investments are added to our portfolio.



# **Consolidated Statements of Income**

(unaudited amounts in thousands, except per share amounts)

|  | Three Mo  | onths Ended | Six Mo    | nths Ended  |
|--|-----------|-------------|-----------|-------------|
|  |           | ne 30,      |           | ne 30,      |
|  | 2014      | 2013        | 2014      | 2013        |
| Revenues   |           |             |           |             |
| Rental income                                      | \$ 25,025 | \$ 24,539   | \$ 50,277 | \$ 49,015   |
| Interest income from mortgage loans                | 4,139     | 1,050       | 8,232     | 2,109       |
| Interest and other income                          | 63        | 92          | 156       | 185         |
| Total revenues                                     | 29,227    | 25,681      | 58,665    | 51,309      |
| Expenses   |           |             |           |             |
| Interest expense                                   | 3,088     | 2,798       | 6,275     | 5,931       |
| Depreciation and amortization                      | 6,302     | 6,124       | 12,600    | 12,250      |
| General and administrative expenses                | 2,704     | 2,869       | 5,653     | 6,287       |
| Total expenses                                     | 12,094    | 11,791      | 24,528    | 24,468      |
| 1  | ,         |             | ,         |             |
| Operating Income                                   | 17,133    | 13,890      | 34,137    | 26,841      |
| Gain on sale of real estate, net                   | 1,140     | -<br>-      | 1,140     | -           |
| Income from continuing operations                  | 18,273    | 13,890      | 35,277    | 26,841      |
| Discontinued operations:                           |           |             |           |             |
| Income from discontinued operations                | -         | 27          | -         | 52          |
| Loss on sale of real estate, net                   | -         | (1,014)     | -         | (1,014)     |
| Net loss from discontinued operations              | -         | (987)       | -         | (962)       |
| Net Income   | 18,273    | 12,903      | 35,277    | 25,879      |
| Income allocated to participating securities       | (117)     | (91)        | (220)     | (189)       |
| Income allocated to preferred stockholders         | (818)     | (818)       | (1,636)   | (1,636)     |
| Net income available to common stockholders        | \$ 17,338 | \$ 11,994   | \$ 33,421 | \$ 24,054   |
| Basic earnings per common share:                   | \$0.50    | \$0.36      | \$0.97    | \$0.76      |
| Diluted earnings per common share:                 | \$0.50    | \$0.36      | \$0.96    | \$0.76      |
|  |           |             |           | <del></del> |
| Weighted average shares used to calculate earnings |           |             |           |             |
| per common share:                                  |           |             |           |             |
| Basic  | 34,597    | 32,913      | 34,592    | 31,645      |
| Diluted  | 36,621    | 32,946      | 36,617    | 31,679      |



# **Consolidated Balance Sheets**

(amounts in thousands, unaudited)

|   | June 30, 2014 | December 31, 2013 |  | June 30, 2014 | December 31, 2013 |
|---|---------------|-------------------|--|---------------|-------------------|
| ASSETS  |               |                   | LIABILITIES                            |               |                   |
|   |               |                   |  |               |                   |
| Real estate investments:                            |               |                   | Bank borrowings                        | \$ 42,000     | \$ 21,000         |
| Land  | \$ 79,211     | \$ 80,993         | Senior unsecured notes                 | 251,633       | 255,800           |
| Buildings and improvements                          | 877,305       | 856,624           | Bonds payable                          | 1,400         | 2,035             |
| Accumulated depreciation and amortization           | (228,323)     | (218,700)         | Accrued interest                       | 3,450         | 3,424             |
| Net real estate property                            | 728,193       | 718,917           | Accrued expenses and other liabilities | 14,429        | 16,713            |
| Mortgage loans receivable, net of allowance for     |               |                   | Total liabilities                      | 312,912       | 298,972           |
| doubtful accounts: 2014 - \$1,698; 2013 - \$1,671   | 168,068       | 165,444           |  |               |                   |
| Real estate investments, net                        | 896,261       | 884,361           |  |               |                   |
|   |               |                   | EQUITY                                 |               |                   |
| Other assets:                                       |               |                   | Stockholders' equity:                  |               |                   |
| Cash and cash equivalents                           | 8,064         | 6,778             | Preferred stock (1)                    | 38,500        | 38,500            |
| Debt issue costs, net                               | 2,114         | 2,458             | Common stock (2)                       | 348           | 347               |
| Interest receivable                                 | 655           | 702               | Capital in excess of par value         | 690,373       | 688,654           |
| Straight-line rent receivable, net of allowance for |               |                   | Cumulative net income                  | 817,125       | 781,848           |
| doubtful accounts: 2014 - \$714; 2013 - \$1,541     | 30,913        | 29,760            | Other                                  | 99            | 117               |
| Prepaid expenses and other assets                   | 6,569         | 6,756             | Cumulative distributions               | (914,169)     | (877,028)         |
| Notes receivable                                    | 612           | 595               | Total equity                           | 632,276       | 632,438           |
|   |               |                   |  |               |                   |
| Total assets  | \$ 945,188    | \$ 931,410        | Total liabilities and equity           | \$ 945,188    | \$ 931,410        |

<sup>(1)</sup> Preferred stock \$0.01 par value; 15,000 shares authorized; shares issued and outstanding: 2014 - 2,000; 2013 - 2,000

<sup>(2)</sup> Common stock \$0.01 par value; 60,000 shares authorized; shares issued and outstanding: 2014 - 34,845; 2013 - 34,746



# **Funds from Operations**

(unaudited, dollar amounts in thousands, except per share amounts)

#### Reconciliation of Normalized FFO, Normalized AFFO, and Normalized FAD

|   | Three Mont | ths Ended                                      | Six Months Ended |           |  |
|---|------------|--|------------------|-----------|--|
|   | June       | 30,  | June             | 30,       |  |
|   | 2014       | 2013   | 2014             | 2013      |  |
| Net income available to common stockholders                                 | \$ 17,338  | \$ 11,994                                      | \$ 33,421        | \$ 24,054 |  |
| Add: Depreciation and amortization (continuing and discontinued operations) | 6,302      | 6,131  | 12,600           | 12,267    |  |
| (Less) add: (Gain) loss on sale of real estate, net                         | (1,140)    | 1,014  | (1,140)          | 1,014     |  |
| FFO available to common stockholders  | 22,500     | 19,139   | 44,881           | 37,335    |  |
| Add: Non-cash interest related to earn-out liabilities                      | -          | 110  | -                | 220       |  |
| Add: Non-recurring one-time items   | -          | <u>-                                      </u> | -                | 707 (1)   |  |
| Normalized FFO available to common stockholders                             | 22,500     | 19,249   | 44,881           | 38,262    |  |
| Less: Non-cash rental income  | (443)      | (758)  | (917)            | (1,530)   |  |
| Normalized adjusted FFO (AFFO)  | 22,057     | 18,491   | 43,964           | 36,732    |  |
|   |            |  |                  |           |  |
| Add: Non-cash compensation charges  | 783        | 523  | 1,449            | 1,051     |  |
| Less: Capitalized interest  | (435)      | (323)  | (742)            | (500)     |  |
| Normalized funds available for distribution (FAD)                           | \$ 22,405  | \$ 18,691                                      | \$ 44,671        | \$ 37,283 |  |
|   |            |  |                  |           |  |
| Diluted FFO available to common stockholders per share                      | \$0.64     | \$0.57   | \$1.27           | \$1.16    |  |
| Diluted normalized FFO available to common stockholders per share           | \$0.64     | \$0.57   | \$1.27           | \$1.18    |  |
| Diluted normalized AFFO per share   | \$0.62     | \$0.55   | \$1.24           | \$1.14    |  |
| Diluted normalized FAD per share  | \$0.63     | \$0.56   | \$1.26           | \$1.15    |  |

<sup>(1)</sup> Represents the one-time severance and accelerated restricted stock vesting charges related to the retirement of the Company's former Senior Vice President, Marketing and Strategic Planning.



# **Funds from Operations**

(unaudited, dollar amounts in thousands, except per share amounts)

#### **Reconciliation of Normalized FFO Per Share**

|  | Three Months Ended June 30, |           |           | e 30,     |
|--|-----------------------------|-----------|-----------|-----------|
|  | 2014 2013                   |           | 2014      | 2013      |
| Normalized FFO available to common stockholders Effect of dilutive securities: | \$ 22,500                   | \$ 19,249 | \$ 44,881 | \$ 38,262 |
| Participating securities   | 117                         | 91        | 220       | 189       |
| Convertible preferred securities   | 818                         | 818       | 1,636     | 1,636     |
| Diluted normalized FFO available to common stockholders                        | \$ 23,435                   | \$ 20,158 | \$ 46,737 | \$ 40,087 |
|  |                             |           |           |           |
| Shares for basic FFO per share   | 34,597                      | 32,913    | 34,592    | 31,645    |
| Effect of dilutive securities:   |                             |           |           |           |
| Stock options  | 24                          | 33        | 25        | 34        |
| Participating securities   | 227                         | 193       | 211       | 202       |
| Convertible preferred securities   | 2,000                       | 2,000     | 2,000     | 2,000     |
| Shares for diluted FFO per share   | 36,848                      | 35,139    | 36,828    | 33,881    |
|  |                             |           |           |           |
| Basic normalized FFO per share   | \$0.65                      | \$0.58    | \$1.30    | \$1.21    |
| Diluted normalized FFO per share   | \$0.64                      | \$0.57    | \$1.27    | \$1.18    |



### **Glossary**

Adjusted Funds From Operations ("AFFO"): FFO excluding the effects of non-cash rental income.

Assisted Living Properties ("ALF"): The ALF portfolio consists of assisted living, independent living, and/or memory care properties. (See Independent Living and Memory Care) Assisted living properties are senior housing properties serving elderly persons who require assistance with activities of daily living, but do not require the constant supervision skilled nursing properties provide. Services are usually available 24 hours a day and include personal supervision and assistance with eating, bathing, grooming and administering medication. The facilities provide a combination of housing, supportive services, personalized assistance and health care designed to respond to individual needs.

Contractual Lease Rent: Rental revenue as defined by the lease agreement between us and the operator for the lease year.

Core Based Statistical Area ("CBSA"): Based on the U.S. Census Bureau, CBSA is a collective term for both metro and micro areas. Each metro or micro area consists of one or more counties and includes the counties containing the core urban area, as well as any adjacent counties that have a high degree of social and economic integration (as measured by commuting to work) with the urban core.

**EBITDA:** Earnings before interest, taxes, depreciation and amortization.

Funds Available for Distribution ("FAD"): FFO excluding the effects of non-cash rental income and non-cash compensation charges.

**Funds From Operations ("FFO"):** As defined by the National Association of Real Estate Investment Trusts ("NAREIT"), net income available to common stockholders (computed in accordance with U.S. GAAP) excluding gains or losses on the sale of real estate and impairment write-downs of depreciable real estate plus real estate depreciation and amortization, and after adjustments for unconsolidated partnerships and joint ventures.

**GAAP** Lease Yield: GAAP rent divided by the purchase price.

**GAAP Rent:** Total rent we will receive as a fixed amount over the life of the lease and recognized evenly over that life. GAAP rent recorded in the early years of a lease is higher than the cash rent received and during the later years of the lease, the cash rent received is higher than GAAP rent recognized. GAAP rent is commonly referred to as straight-line rental income.

Gross Asset Value: Represents undepreciated book value.

**Gross Investment:** Original price paid for an asset plus capital improvements funded by LTC Properties, Inc. ("LTC"), without any depreciation deductions. Gross Investment is commonly referred to as undepreciated book value.

**Independent Living Properties** ("ILF"): Senior housing properties offering a sense of community and numerous levels of service, such as laundry, housekeeping, dining options/meal plans, exercise and wellness programs, transportation, social, cultural and recreational activities, on-site security and emergency response programs. Many offer on-site conveniences like beauty/barber shops, fitness facilities, game rooms, libraries and activity centers. ILFs are also known as retirement communities or senior apartments.

**Interest Income:** Represents interest income from mortgage loans.

**Licensed Beds/Units:** The number of beds and/or units that an operator is authorized to operate at senior housing and long-term care properties. Licensed beds and/or units may differ from the number of beds and/or units in service at any given time.



### **Glossary**

**Memory Care Properties ("MC"):** Senior housing properties offering specialized options for seniors with Alzheimer's disease and other forms of dementia. These facilities offer dedicated care and specialized programming for various conditions relating to memory loss in a secured environment that is typically smaller in scale and more residential in nature than traditional assisted living facilities. These facilities have staff available 24 hours a day to respond to the unique needs of their residents.

Metropolitan Statistical Areas ("MSA"): Based on the U.S. Census Bureau, MSA is a geographic entity defined by the Office of Management and Budget (OMB) for use by Federal statistical agencies in collecting, tabulating, and publishing Federal statistics. A metro area contains a core urban area of 50,000 or more population. (See Core Based Statistical Area)

Micropolitan Statistical Areas ("Micro-SA"): Based on the U.S. Census Bureau, Micro-SA is a geographic entity defined by the Office of Management and Budget (OMB) for use by Federal statistical agencies in collecting, tabulating, and publishing Federal statistics. A micro area contains an urban core of at least 10,000 (but less than 50,000) population. (See Core Based Statistical Area)

Net Real Estate Assets: Gross investment less accumulated depreciation. Net Real Estate Asset is commonly referred to as Net Book Value ("NBV").

Non-cash Rental Income: Straight-line rental income and amortization of lease inducement.

**Non-cash Compensation Charges:** Vesting expense relating to stock options and restricted stock.

Normalized AFFO: FFO adjusted for non-recurring, infrequent or unusual items and excludes the non-cash rental income.

**Normalized EBITDAR Coverage:** The trailing twelve month's earnings from the operator financial statements adjusted for non-recurring, infrequent, or unusual items and before interest, taxes, depreciation, amortization, and rent divided by the operator's contractual lease rent. Management fees are imputed at 5% of revenues.

**Normalized EBITDARM Coverage:** The trailing twelve month's earnings from the operator financial statements adjusted for non-recurring, infrequent, or unusual items and before interest, taxes, depreciation, amortization, rent, and management fees divided by the operator's contractual lease rent.

Normalized FAD: FFO adjusted for non-recurring, infrequent or unusual items and excludes the non-cash rental income and non-cash compensation charges.

**Normalized FFO:** FFO adjusted for non-recurring, infrequent or unusual items.

**Occupancy:** The weighted average percentage of all beds and/or units that are occupied at a given time. The calculation uses the trailing twelve months and is based on licensed beds and/or units which may differ from the number of beds and/or units in service at any given time.

Operator Financial Statements: Property level operator financial statements are unaudited and have not been independently verified by us.

**Private Pay:** Private pay includes private insurance, HMO, VA, and other payors.

**Purchase Price:** Represents the fair value price of an asset that is exchanged in an orderly transaction between market participants at the measurement date. An orderly transaction is a transaction that assumes exposure to the market for a period prior to the measurement date to allow for marketing activities that are usual and customary for transactions involving such assets; it is not a forced transaction (for example, a forced liquidation or distress sale).

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**Quality Mix:** LTC revenue by operator underlying payor source for the quarter presented. LTC is not a Medicaid or a Medicare recipient. Statistics represent LTC's rental revenues times operators' underlying payor source revenue percentage. Underlying payor source revenue percentage is calculated from property level operator financial statements which are unaudited and have not been independently verified by us.

Range of Care ("ROC"): Range of care properties consist of properties providing skilled nursing and any combination of assisted living, independent living and/or memory care services.

**Rental Income:** Represents GAAP rent net of amortized lease inducement cost from continuing and discontinued operations.

Same Property Portfolio ("SPP"): Same property statistics allow management to evaluate the performance of LTC's leased property portfolio under a consistent population, which eliminates the changes in the composition of our portfolio of properties. We identify our same property portfolio as stabilized properties that are, and remained, in operations for the duration of the quarter-over quarter comparison periods presented. Accordingly, it takes a stabilized property a minimum of 12 months in operations to be included in our same property portfolio.

**Schools:** An institution for educating students which include private and charter schools. Private schools are not administered by local, state or national governments; therefore, funded in whole or part by student tuition rather than government funded. Charter schools provide an alternative to the traditional public school. Charter schools are generally autonomous entities authorized by the state or locality to conduct operations independent from the surrounding public school district. Laws vary by state, but generally charters are granted by state boards of education either directly or in conjunction with local school districts or public universities. Operators are granted charters to establish and operate schools based on the goals and objectives set forth in the charter. Upon receipt of a charter, schools receive an annuity from the state for each student enrolled.

**Skilled Nursing Properties ("SNF"):** Senior housing properties providing restorative, rehabilitative and nursing care for people not requiring the more extensive and sophisticated treatment available at acute care hospitals. Many SNFs provide ancillary services that include occupational, speech, physical, respiratory and IV therapies, as well as sub-acute care services which are paid either by the patient, the patient's family, private health insurance, or through the federal Medicare or state Medicaid programs.

**Stabilized:** Newly acquired operating assets are generally considered stabilized at the earlier of lease-up (typically when occupancy reaches 80% at a SNF or 90% at an ALF) or 12 months from the acquisition date. Newly completed developments, including redevelopments, major renovations, and property additions, are considered stabilized at the earlier of lease-up or 24 months from the date the property is placed in service.

**Under Development Properties ("UDP"):** Development projects to construct senior housing properties.